

FACT SHEET
WORKING CAPITAL GUARANTEE PROGRAM
RECENT INNOVATIONS

Ex-Im Bank has completed an intensive process designed to improve and expand the Working Capital Guarantee Program (WCGP). The guarantee agreement has been rewritten to be more user-friendly to all lenders, especially asset-based lenders. Also, many program revisions have been made with asset-based lenders in mind, among them:

- creation of a new, higher level of delegated authority for lenders whose asset-based lending units have a portfolio of \$1 billion or more, allowing a qualified lender to commit Ex-Im Bank's guarantee, without first submitting the transaction to Ex-Im Bank, of up to \$10 million per borrower and up to \$150 million in the aggregate;
- potential for Ex-Im Bank guaranteed loan proceeds to be used in take-out financing of non-guaranteed loans, on a case-by-case basis;
- introduction of a two-tiered facility fee, in which borrowers and/or transactions meeting prescribed parameters will qualify for a reduced fee;
- availability of 36 month revolving lines of credit;
- limited coverage for warranty bonds and retainage accounts receivable;
- ability for the lender to conduct a liquidation of its Ex-Im Bank-guaranteed facilities in conjunction with its non-guaranteed facilities;
- guarantee coverage for collateral protection costs;
- streamlined loan documentation and reporting requirements; and
- improved clarity of, and consistency between, the documents themselves, as well as modifications made to the documents to bring them more in line with asset-based lending industry practices. To this end, Ex-Im Bank retained the services of Hahn & Hessen, LLP, of New York City.

For more information, contact the U.S. Division at (202) 565-3780 or by fax at (202) 565-3793.